

# Vehicle Buying Overview

GSA Automotive

[www.gsa.gov/automotive](http://www.gsa.gov/automotive)



# GSA Automotive

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- GSA is a mandatory source under FPMR 101-26.501 that purchases new non-tactical vehicles for DOD, federal executive agencies and other eligible users.
- GSA Automotive purchases vehicles directly through the Original Equipment Manufacturers (OEM's) at prices below the dealer invoice price.
- Visit [www.gsa.gov/automotive](http://www.gsa.gov/automotive) for a listing of eligible users and to view the FPMR 101-26.501.

# Types of Vehicles and Vehicle Related Products We Offer

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- Alternative fuel vehicles (AFV's)
- Ambulances
- Buses
- Light trucks (Includes Pickup trucks, SUV's and Vans)
- Medium and heavy trucks
- Sedans
- Station wagons
- Wreckers and carriers
- Aerial devices and digger derricks
- Construction and road maintenance equipment
- Firetrucks
- Low speed vehicles
- Remanufactured engines
- Tankers
- Tires
- Trailers
- Trash collectors and recycling equipment
- Vehicle accessories and equipment
- Vehicle leasing



# Federal Vehicle Standards

The purpose of the Federal Vehicle Standards is to achieve a practical degree of standardization within the Federal Government's automotive fleet and to simplify competitive procurement of vehicles. The Standards establish various types and sizes of vehicles and general equipment requirements.



The following vehicles are covered by the Federal Vehicle Standards:

- |                             |                             |
|-----------------------------|-----------------------------|
| • Sedans and station wagons | Federal Standard 122        |
| • SUV's, light trucks       | Federal Standard 307        |
| • Medium duty trucks        | Federal Standard 794        |
| • Heavy duty trucks         | Federal Standard 807        |
| • Buses                     | Federal Standard 833        |
| • Ambulances                | Federal Standard KKK-A-1822 |

[www.gsa.gov/vehiclestandards](http://www.gsa.gov/vehiclestandards)

# AutoChoice

## GSA Automotive's Online Vehicle Ordering Program

Most vehicles are available through AutoChoice

- Configure vehicles and choose equipment options
- View side by side comparisons of vehicle models from manufacturers
- Calculate actual vehicle prices for configured vehicles that include GSA's 1% surcharge
- Permits various levels of usage
- Submit your vehicle orders online
- Check vehicle order status online
- View the GSA contract discounts to the manufacturers suggested retail price and dealers invoice price
- View miles per gallon fuel ratings
- View vehicle manufacturers past performance
- Select a dealership
- Select vehicle colors
- Link to the NHTSA's website to view crash test ratings



# AutoChoice

## Use AutoChoice to order these vehicles:

- Alternative fuel vehicles (AFV's)
- Ambulances
- Buses
- Light Trucks (Includes Pickup Trucks, SUV's and Vans)
- Light trucks with vocational bodies
- Medium and heavy trucks
- Sedans
- Station wagons
- Wreckers and carriers

### To Order, Go To:

[www.autochoice.gsa.gov](http://www.autochoice.gsa.gov)

View the tutorial located  
on the AutoChoice  
web page to get started



# Ordering Cycles – Close Out Dates

## For AutoChoice Orders Only

GSA's ordering cycle is listed below. The ordering window closes when manufacturers close down their plants in order to get ready for the next model year vehicle production.

After the ordering window closes, the AutoChoice Summer Program will permit you to obligate current year funds to purchase new model year vehicle(s) in the fall. See [www.autochoice.gsa.gov](http://www.autochoice.gsa.gov) for more information on the Summer Program.

| <b><i>Vehicle Type</i></b>          | <b><i>Ordering Window Opens</i></b> | <b><i>Ordering Window Closes</i></b> |
|-------------------------------------|-------------------------------------|--------------------------------------|
| Sedans, Station Wagons              | October                             | May                                  |
| Light Trucks                        | October                             | May                                  |
| Ambulances                          | October                             | May                                  |
| Light Trucks with Vocational Bodies | October                             | May                                  |
| Medium and Heavy Trucks             | October                             | June and July                        |

# Vehicle Shipment Times

**Subject to Change. Some equipment options may increase shipment time.**

|                                     |                 |
|-------------------------------------|-----------------|
| Ambulances                          | 150 – 245 Days  |
| Buses                               | 180 – 300 Days  |
| Sedans                              | 90 Days         |
| Light Trucks                        | 90 Days         |
| Light Trucks<br>w/Vocational Bodies | 150 – 245 Days  |
| Medium and Heavy<br>Trucks          | 150 to 210 Days |
| Wreckers                            | 180 to 300 Days |



# Multiple Award Schedules (MAS)

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MAS simplifies the ordering process by providing agencies access to governmentwide contracts with vendors for commercial vehicles and products. In accordance with FAR 8.404, you must solicit quotes from at least three schedule vendors. Vehicles available on MAS are not covered by the Federal Vehicle Standards.

With MAS, you can:

- Order directly from vendors
  - Use GSA Advantage to order online, or
  - Use Schedules E-Library to access vendor contacts
- Place order through GSA with 1% surcharge

Visit our website to link to GSA Advantage and Schedules E-Library

[www.gsa.gov/automotive](http://www.gsa.gov/automotive)



# GSA Automotive Vehicles and Products Available on MAS

## **GSA Schedule 23V**

- Aerial devices and digger derricks
- Construction and road maintenance equipment
- Firetrucks
- Low speed vehicles
- Remanufactured engines
- Tankers
- Trailers
- Trash collectors and recycling equipment
- Vehicle accessories and equipment

## **GSA Schedule 751**

- Leasing of sedans and light trucks

## **GSA Schedule 26 I**

- Tires

## **To Order, Go To:**

[www.gsa.gov/automotive](http://www.gsa.gov/automotive)

**Click on the link for  
“Vehicles and Products”  
located on the left side bar.**

**A list will open on the left.  
Choose a vehicle or product.**

**Click on the Special Item Number  
link to view government and  
vendor contact Information**

**Or call 703-605-CARS (2277) to  
speak to a Customer  
CARE representative**



# Express Desk

## For Urgent and Compelling Vehicle Requirements

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- GSA solicits competitive quotes from vehicle dealerships
- Vehicles delivered within 30 days or less
- Prices much higher than GSA AutoChoice contract prices
- **Justification** required
- Surcharge added to price
- Vehicles delivered to your location
- Fax your completed GSA Form 1781 (available at [www.gsa.gov/automotive](http://www.gsa.gov/automotive)) and compelling **justification** to GSA at 703-605-9868.
- Before submitting Express Desk orders, call GSA on 703-605-CARS (2277) to discuss your request.



# Waiver Requests

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- Under unique circumstances, which meet the criteria set forth under Federal Property Management Regulations (FPMR) 101-26.501(b)(c), it may be advantageous for an agency to effect its own procurement. GSA will grant waivers of procurement authority on a case-by-case basis in accordance with FPMR 101-25.501(b)(c).
- The waiver request must identify the rationale for the request, type of vehicles, date vehicle(s) are required and how the agency intends to facilitate the procurement if a waiver is granted. GSA Automotive will evaluate and render a decision. The rationale for granting or denying a waiver is supplied to the requester via e-mail or fax.

Waiver requests can be e-mailed to [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov)

Or mailed to:

General Services Administration

Federal Supply Service

Attn: Director of GSA Automotive

2200 Crystal Drive, Suite 1006

Arlington, VA 22202



# GSA Automotive's Mailing List

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- GSA periodically sends out e-mail newsletters, notices regarding manufacturer closeout dates, Federal Vehicle Standards revisions, and upcoming events
- If you would like to be added to our mailing list, please email your name, agency name, address, phone/fax numbers and e-mail address to [vehicle.buying@gsa.gov](mailto:vehicle.buying@gsa.gov). Please include the title GSA Automotive Mailing List in your e-mail subject



# More Information

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- To find out more information on this vehicle buying overview or any of GSA Automotive's programs and policies, visit [www.gsa.gov/automotive](http://www.gsa.gov/automotive) or call 703-605-CARS (2277).
- Other Links
  - [www.autochoice.gsa.gov](http://www.autochoice.gsa.gov)
  - [www.gsa.gov/vehiclestandards](http://www.gsa.gov/vehiclestandards)
  - [www.gsaadvantage.gov](http://www.gsaadvantage.gov)
  - [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)

